

Message Text

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14-10

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 OES-03 DOTE-00 CIEP-01 L-02

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8164

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C O N F I D E N T I A L MOSCOW 3464

E.O. 11652: GDS

TAGS: ETRD, ETRN, EEWT, ESTC,UR, US

SUBJECT: SPERRY-UNIVAC BID FOR SOVIET AIR TRAFFIC CONTROL
CONTRACT

USDOC FOR BEWT/OEA AND TDAD

REF: STATE 056234

1. AT ALLIS-CHALMERS RECEPTION MARCH 14, COMMATT ADVISED E.A. AYKAZYAN OF STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY OF FAVORABLE U.S.ACTION ON EXPORT LICENSE FOR SPERRY-UNIVAC ARTS-III AIR TRAFFIC CONTROL SYSTEM. AYKAZYAN EXPRESSED PLEASURE OVER THIS ACTION AND SAID THAT HE WOULD INFORM APPROPRIATE SOVIET ORGANIZATIONS.

2. IN ENSUING CONVERSATION, COMATT NOTED THAT WE HAD BEEN ADVISED BY SPERRY-UNIVAC THAT SOVIETS WERE RECONSIDERING ATC CONTRACT ON POLITICAL GROUNDS AND THAT THIS WAS WORKING AGAINST SPERRY-UNIVAC'S BID. ALTHOUGH AYKAZYAN MAINTAINED THAT COMMERCIAL ASPECTS WERE ALSO BEING TAKEN INTO CONSIDERATION, HE ADDED THAT IMPACT OF "TRADE BILL" WAS A FACTOR. AS FAR AS STATE COMMITTEE WAS CONCERNED, AYKAZYAN SAID THAT TECHNICAL SUPERIORITY OF ARTS-III SYSTEM AND FACT THAT SPERRY-UNIVAC HAD SCIENTIFIC-TECHNICAL COOPERATION AGREEMENT WITH STATE COMMITTEE WERE BEING USED AS ARGUMENTS WITH OTHER SOVIET ORGANIZATIONS IN FAVOR OF GIVING CONTRACT TO SPERRY-UNIVAC.

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AYKAZYAN SUGGESTED THAT IN CURRENT SITUATION, IT WAS OF UTMOST

IMPORTANCE THAT SPERRY-UNIVAC DID NOT RELAX ITS EFFORTS TO OBTAIN ORDER. HE ADDED THAT SUPPORT FROM U.S. GOVERNMENT WOULD BE IMPORTANT FOR SPERRY-UNIVAC, ALTHOUGH HE DECLINED TO SUGGEST WHERE THIS SUPPORT COULD BE MOST SUCCESSFULLY SUPPLIED.

3. AYKAZYAN ALSO NOTED THAT HE HAD SEEN COPY OF BINDER-ALEKSENKO LETTER (STATE 55110) AND THAT HE UNDERSTOOD IMPLICATIONS WHICH AWARD OF ATC CONTRACT TO NON-US FIRM WOULD HAVE FOR FAA COOPERATION WITH MINISTRY OF CIVIL AVIATION. COMMATT POINTED OUT THAT LETTER HAD NOT BEEN DESIGNED TO PUT PRESSURE ON SOVIET SIDE BUT RATHER TO AVOID ANY MISUNDERSTANDINGS AS TO POSSIBLE FAA ROLE IN SUPPORT OF NON-US SYSTEM. AYKAZYAN INDICATED THAT HE UNDERSTOOD THIS POINT.

4. APPROPRIATE OFFICIALS IN MINISTRY OF CIVIL AVIATION HAVE BEEN UNAVAILABLE THUS FAR AND WE HAVE NOT BEEN ABLE TO INFORM THEM OF LICENSING ACTION. HOWEVER, AYKAZYAN WILL PROBABLY PASS THE WORD ALONG.
STOESSEL

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Message Attributes

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Decaption Date: 01 JAN 1960
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Disposition Date: 28 MAY 2004
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